


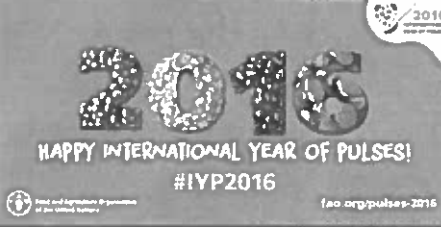
Celebrating the 2016 International Year of Pulses

...and the "Year of Michigan Beans!"

Joe Cramer, Executive Director, Michigan Bean Commission
 Jim Byrum, President, Michigan Bean Shippers
 Mike Janowicz, Vice President, Co-op Elevator Co.
 Kelsey Patterson, Nutrition Manager, Western Michigan University



2016 – U.N. Declaration

<p>United Nations</p>  <p>General Assembly</p> <p>Sixty-eighth session Agenda item 25</p> <p>Resolution adopted by the General Assembly on 20 December 2013</p> <p><i>[on the reports of the Second Committee (A/68/444)]</i></p> <p>68/231. International Year of Pulses, 2016</p>	 <p>The graphic features the year "2016" in large, bold, stylized digits. Below it, the text "HAPPY INTERNATIONAL YEAR OF PULSES!" is written in a bold, sans-serif font. Further down, the hashtag "#IYP2016" is displayed. At the bottom right, the website "fao.org/pulses-2016" is listed. The top right corner of the graphic includes the "2016 INTERNATIONAL YEAR OF PULSES" logo.</p>
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Dry Beans are a Major Crop for Michigan!

- ✓ 1,120 farms
- ✓ 275,000 acres
- ✓ 44 counties (5 largest: Huron, Tuscola, Sanilac, Bay, and Montcalm)



Economic Impact of Dry Beans

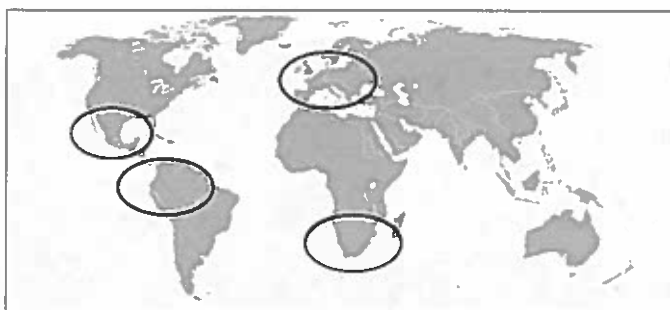
- **Michigan routinely ranks second**, after North Dakota, in the production of dry beans.
 - 1st in dry black, cranberry, and small red beans.
 - 2nd in navy beans
 - 3rd in light red kidney bean production

\$270.71 million annual economic impact



Almost half of Michigan's dry bean production will be exported this year.

- That's roughly **800 boxcars** of Michigan Black Beans bound for Mexico.
- And, roughly **2,500 containers** bound for England, Ireland, Italy, Spain, Portugal, South Africa, etc.



Logistics are key to move dry beans from Michigan fields to ports in Europe, Mexico and South America.

Michigan Beans: Goals of Our Industry

- ✓ Reliability
- ✓ Efficiency
- ✓ Sustainable Methods



Challenges and Key Issues

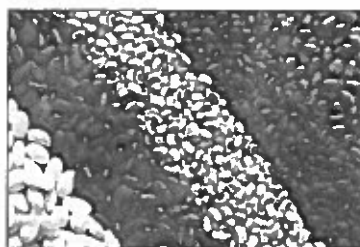
- Global Demand
- Consumer Perception
- Customer Demands
- Climate Change
- Sustainability
- Resources



Future Opportunities

✓ Exports

- South America
- Cuba
- Europe



The nutritional value of beans is better-known than ever.

- ✓ High-protein
- ✓ Low-fat
- ✓ A factor in preventing heart disease, cancer



**Beans are well-positioned to meet
changing nutritional demands.**

- ✓ Low-cost protein source
- ✓ Growing interest – institutional buyers
- ✓ Increasing demand from global consumers



**To learn more about the 2016 Year
of Michigan Beans:**

www. **facebook** .com/MichiganBeans2016



@MichBeans2016

